

**MINUTES OF THE**  
**BOARD OF BUSINESS AND ECONOMIC DEVELOPMENT**  
**JANUARY 18, 2002 MEETING**

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**Members Present:** Dell Loy Hansen, Bill Boyle, Jerry Oldroyd, Ted Smith, Barbara Zimonja, Karen Alvey, Richard Nelson, Dave Simmons, Joel Bradford

**Members Absent:** Alan Ashton, Ed Ekstrom, Shelli Gardner, Mark Howell, Debra Tanzi, and Kenneth Woolley

**Visitors:** Brice Wallace, Deseret News

**Staff:** David Winder, Bob Fuehr, Marian Hein, Kelly Day, Cris Rhead, Vaughn Walsh, Shari Kille, Stan Nance, Lisa Howe, Tamee Roberts, Cris Rhead

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**Welcome and Approval of Minutes**

Chairman Dell Loy Hansen welcomed everyone to the meeting and announced that the December 21<sup>st</sup> minutes will be presented for approval at the next meeting.

**Utah Business Club Update, Hosting and Transportation**

Marian Hein distributed the new technology/lifestyle maps that will be handed out during the 2002 Olympics. She reported that the Thomasville furniture has been delivered to the Devereaux. Also, the curtains and drapes have been hung, a copier/printer delivered and the T.V. screens have been installed. Lorena Riffo-Jenson is in the process of sending a postcard mailing to various businesses in an effort to sell more day passes to the Devereaux during the games. The Devereaux Event tickets have been printed and are customized for each group participating in the house. Jeri Openshaw is working with Deseret News on doing a daily news piece each day from the Devereaux.

Kelly Day passed out training manuals and the updated Devereaux events calendar. She reported that there will be 55 staff, 10-15 legislators, several local economic developers, and approximately 15 volunteers working at Devereaux during the 17 days of the Games. There will be two shifts every day and an extra shift on the days that the *Today Show* broadcasts from the house. Tickets, credentials, uniforms and other necessary information will be sent to everyone prior to the Games.

Vaughn Walsh distributed maps outlining the transportation system during the Olympics. There will be three entrances to Olympic Square and everyone will be required to go through "mag and bag" security to enter. Mr. Walsh answered various questions about transportation issues for the board members.

**Division Report**

Bob Fuehr reported that the Olympic preparations are going very well.

The Executive Appropriations Committee will meet next Tuesday to approve the changes made to the 2002 Budget. He indicated that the department's budget appears to be intact. Mr. Fuehr will appear before the Executive Appropriations Committee on January 25<sup>th</sup> to discuss the 2003 budget.

Recruitment activity has picked up in some high tech areas. He reported that Blue Bunny has opened up a manufacturing facility for ice cream in Washington County with a total of 65 new jobs. The company has no other facilities outside the state of Iowa.

**Country Centers Update**

Dan Mabey reported that the *Global Venture Capital Conference* on February 5<sup>th</sup> and 6<sup>th</sup> in Park City will have 26 presenting companies from around the world including France, England and China with over 50 venture capitalist companies. He invited the board members to participate in the conference as well.

There will be between 22 – 25 Country Centers during the Olympics. Several high level people from various countries will be in attendance. There are 120 events on the calendar and board members can expect invitation from many of them.

Dell Loy Hansen reported that he attended the torch receptions in San Diego and Los Angeles, California and complemented the staff on all the work they did to make the receptions so successful. Mr. Fuehr added that a big torch event will be held later today at the Institute of Technology in San Jose, California with a reception later in the evening. The last reception will be January 23<sup>rd</sup> in Seattle, WA. The division's recruitment staff have been and will continue to attend each of the receptions to help facilitate contacts.

There are 24 invited *Guests of State* in the first wave of the Olympics. Mr. Fuehr pointed out how important it is that our guests enjoy their time here and that we develop lasting relationships with them.

### **Consent Calendar**

#### *IAF Action Items*

Dave Simmons thanked Tamee Roberts for her update on the status of all contracts. One of the goals of IAF for the past few years is to issue grants instead of loans especially in the high tech area. The IAF Committee would like to recommend that two of the companies previously approved for loans be considered for conversion to grants: **Great Lakes Cheese** was approved for a \$350,000 loan (The contract was never entered into and the funds were never advanced). New employees were hired in 2001, which will earn credit toward a grant. **Ingenics** is another company originally approved for a \$500,000 loan. They began to hire new employees in 2000 and 2001, which will earn credits toward a grant.

**MOTION:** Dave Simmons made a motion to approve converting the loans for Great Lakes Cheese and Ingenics to grants. Karen Alvey seconded the motion.

Discussion: Bob Fuehr stated that no money was advanced to either company and the companies and employees are here. Both companies went ahead on good faith based upon their knowledge and our commitment based upon board approval. It was our delay in getting the contracts out and it is important that we follow through on the previous action from the board and change the money from a loan basis to a grant. There will be one more loan coming to the board in March to be converted to a grant. He said that the multiple through the end of October 2001 shows that for every \$1.00 the state invested in IAF the state gained back \$18. The return on the Centers of Excellence Program is between \$15 and \$22.

Chairman Hansen added that the IAF Fund and the Centers for Excellence Program are truly the funds that give multiple growth to Utah. He stressed that our legislators need to be contacted and reminded of the importance of investing in economic growth during a recession. The IAF and Custom Fit Training Committees are right at the center of immediate economic growth and incentive. They need to oversee the businesses given money to make sure the money does come back to the state. These IAF and Custom Fit Training programs should be highlighted to the legislators.

**The motion to change the loans for Great Lakes Cheese and Ingenics to grants carried.**

### **Custom Fit Training & Product Development**

There was no meeting of the Custom Fit Training and Product Development held this month.

### **Next Meeting**

The next meeting will be held March 15, 2002, as there will not be a meeting in February due to the Olympics.

### **Motion to Adjourn**

There was no other business and Dave Simmons made a motion to adjourn.